

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221

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July 29, 1997

RJR Account #761406

Mr. J. Beltrami

KLEIN CANDY

DORAL BUY ONE CARTON GET 5 PACKS FREE / PROMOTION #701646

Dear John:

DORAL **pre-sleeved gratis** product (6M), along with Doral Live product, has been ordered (see quantities listed below) to ship this promotion to participating retail accounts on the attached Customer List. R. J. Reynolds' sales personnel will assemble offers at store level.

DORAL GRATIS BRAND STYLE	GRATIS UPC Code	#/ (6M) Gratis Cases	DORAL LIVE BRAND STYLE	LIVE UPC Code	#/ (12M) Live Cases
Light 100	12300-21775	16	Light 100	12300-15212	16
FF 100	12300-21776	8	FF 100	12300-15312	8
Men Lt 100	12300-21858	8	Men Lt 100	12300-15812	8
Ult Lt 100	12300-21860	8	Ult Lt 100	12300-16712	8

PO # 10012

Product / Premium Arrival:

August 19, 1997

Ship Date to Retail:

Week of: August 25, 1997

EFT \$ Amount:

\$22,387.68

Non-EFT \$ Amount:

\$N/A

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$9.00 per **live 12M** case for all product packed and shipped to retail on a timely basis. This equates to **\$360.00 (40 (12M) case(s) @ \$9.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: J. McLean

Enclosure: Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORB1CG5.DOC

51844 5490

PROMOTION #701646: DORAL BUY 1 CARTON GET 5 PACKS FREE**PRODUCT ARRIVAL DATE: 8/19/97****SHIP NUMBER OF CARTONS AS INDICATED [LIVE (12M) PRODUCT AND GRATIS (6M) PRODUCT] TO STORES LISTED.****** R.J. REYNOLDS SALES PERSONNEL WILL ASSEMBLE AT STORE LEVEL**

STORE	SIC	FIRM NAME	ADDRESS	CITY	STATE	#LIVE CARTONS				#GRATIS CARTONS				TOTAL CARTONS TO BE REACHED	ACCOUNT	DIRECT ACCOUNT
						00	00	00	00	00	00	00	00			
162204	310108	SHEDDENS WHLS	RTE. 14	FASSETT	PA	60	30	30	30	30	15	15	15	150	KLEIN	
162208	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	60	30	30	30	30	15	15	15	150	KLEIN	
162208	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	60	30	30	30	30	15	15	15	150	KLEIN	
162209	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT 6	TANNERSVILLE	PA	120	60	60	60	60	30	30	30	300	KLEIN	
162209	646088	TOBACCO ROAD 111	RT 590	HAMLIN	PA	120	60	60	60	60	30	30	30	300	KLEIN	
162209	687425	TOBACCO ROAD IV	ROUTE 940 MT POCONO	MOUNT POCONO	PA	120	60	60	60	60	30	30	30	300	KLEIN	
162209	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	60	30	30	30	30	15	15	15	150	KLEIN	
162209	469492	TOBACCO RD I	BOX 704	MAYFIELD	PA	120	60	60	60	60	30	30	30	300	KLEIN	
162209	584016	TOBACCO RD II	BOX 3	HONESDALE	PA	120	60	60	60	60	30	30	30	300	KLEIN	
162210	738953	TOBACCO ROAD VI	WESTFALL TOWN CENT	MATAMORAS	PA	120	60	60	60	60	30	30	30	300	KLEIN	
				TOTAL CARTONS		960	480	480	480	480	240	240	240		KLEIN Count	
				TOTAL CASES		16	8	8	8	16	8	8	8			